

Message Text

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PAGE 01 BOMBAY 01794 140343Z

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W

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R 130904Z JUL 76

FM AMCONSUL BOMBAY

TO USDOC WASHDC

INFO SECSTATE WASHDC 6588

AMEMBASSY NEW DELHI

AMCONSUL CALCUTTA

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UNCLAS BOMBAY 1794

E. O. 11652: N/A

TAGS: BTIO, BTRA, IN

SUBJ: INVESTMENT OPPORTUNITY - INDIAN FIRMSSEEKS TECHNICAL
KNOW-HOW TO MANUFACTURE AIR POLLUTION CONTROL EQUIPMENT

REF: JUNE 30 LETTER FROM D.C. LANVILLE OED/OBOD/PIOS TO

G.C. MIRCHANDANI, BOMBAY

1. MR. G.C. MIRCHANDANI, EXECUTIVE DIRECTOR, VENTURA
FABRICATIONS PVT. LTD., TULSI VIHAR, DR. ANNIE BESANT ROAD,
WORLI NAKA, BOMBAY 400 018 (CABLE: VENTFAB; TELEX:011-3914)
SCHEDEDULED TO BE IN US JULY 23 THROUGH SEPTEMBER 21. HE IS
PARTICIPANT IN SEMINAR AT UNIVERSITY OF WISCONSIN, MADISON,
WIS. JULY 24-31. THEREAFTER, HE PLANS TO BEGIN HIS BUSINESS
TRIP.

2. VENTURA, MEDIUM SIZE MANUFACTURER OF AIR, DUST AND FUME
CONTROL EQUIPMENT, IS SEEKING US TECHNICAL KNOW-HOW TO
MANUFACTURE (A) INDUSTRIAL AXIAL BLOW FANS AND CENTRIFUGAL
FANS ABOVE 100 H.P. CAPACITIES, (B) ELECTROSTATIC PRE-
CIPITATORS, AND (C) AIR POLLUTION CONTROL DEVICES. WTDR
ON VENTURA UNDER PREPARATION. MIRCHANDANI HAS ALREADY
WRITTEN TO A FEW US FIRMS FOR ITEM (A) BUT HAS HAD NO
RESPONSE TILL NOW.

3. HE IS ALSO INTERESTED IN REPRESENTING AMERICAN PRODUCERS
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OF COMPLETE AIR POLLUTION CONTROL PLANTS AND SYSTEMS

REQUIRED BY FERTILIZER, CHEMICAL, MINING, POWER GENERATION AND OTHER POLLUTANT GENERATING INDUSTRIES. MIRCHANDANI FORESEES SUBSTANTIAL SALES PROSPECTS FOR SUCH EQUIPMENT IN INDIA.

4. ANOTHER BUSINESS INTEREST OF MIRCHANDANI RELATES TO POSSIBILITIES OF ESTABLISHING MANAGEMENT CONSULTANCY ORGANIZATION IN INDIA WITH US PARTICIPATION. WE ARE, HOWEVER, NOT CERTAIN OF THE NEED FOR, AND PROSPECTS OF SUCH AN ORGANIZATION IN CURRENT INDIAN CONTEXT. NEVERTHELESS, MIRCHANDANI BELIEVES THAT THERE IS SCOPE FOR CONSULTANTS SPECIALIZING IN "PROFIT AND PERFORMANCE GUARANTEE" OPERATIONS. HE HOPES TO CONVINCE CONCERNED INDIAN GOVERNMENT AGENCIES ON NEED FOR US PARTICIPATION IN THIS FIELD.

5. ACTION REQUESTED: DISSEMINATE VENTURA'S PROPOSALS AMONG APPROPRIATE AMERICAN FIRMS. PARTIES EVINCING INTEREST SHOULD CONTACT MIRCHANDANI CARE OF PROF. DALE D. MC CONKEY, MANAGEMENT INSTITUTE, UNIVERSITY OF WISCONSIN, MADISON, WISCONSIN 53706. WE HAVE ADVISED MIRCHANDANI TO KEEP IN TOUCH WITH MR. LINVILLE AT OIOS/OBOD/OED FOR BUSINESS LEADS. COMINV ISSUED TO VISITOR. WE WOULD APPRECIATE RECEIVING LISTING OF FIRMS SHOWING POTENTIAL INTEREST IN VENTURA PROPOSAL.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 JUL 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976BOMBAY01794
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760270-0813
From: BOMBAY
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760766/aaaacnfa.tel
Line Count: 86
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: schaefaj
Review Comment: n/a
Review Content Flags:
Review Date: 19 MAR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <19 MAR 2004 by ThomasVJ>; APPROVED <24 SEP 2004 by schaefaj>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: INVESTMENT OPPORTUNITY - INDIAN FIRMSSEEKS TECHNICAL KNOW-HOW TO MANUFACTURE AIR POLLUTION CONTROL EQUIPMENT
TAGS: BTIO, BTRA, IN
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006